

## Message Text

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UNCLAS BELGRADE 3324

E.O. 11652: N/A

TAGS: BEXP GR IT YO

SUBJ: US PORT AND SHIPYARD EQUIPMENT TRADE MISSION

REF: STATE 149327

1. SUMMARY: MATSON TERMINALS VICE PRESIDENT WILL VISIT STATE, COMMERCE, EXIMBANK, AND IBRD BEGINNING TODAY JUNE 30 TO REPORT ON TWO WEEKS OF BUSINESS DISCUSSIONS AT YUGOSLAV PORTS. WE RECOMMEND THAT COMMERCE ATTEMPT RECRUIT MATSON AS CONTAINER SERVICES CONSULTANT AND OPERATOR WHICH COULD STRENGTHEN POSITION OF US EQUIPMENT MANUFACTURERS WHO WILL PARTICIPATE IN TRADE MISSION, SCHEDULED FOR YUGOSLAVIA, GREECE AND ITALY IN DECEMBER. END SUMMARY

2. DAN RAYACICH, VICE PRESIDENT AND CONTAINER SERVICE EXPERT OF MATSON TERMINALS, INC., WILL ARRIVE WASHDC TODAY JUNE 30 AFTER TWO WEEKS OF BUSINESS DISCUSSIONS AT YUGOSLAV PORTS OF KOPER, RIJEKA, AND BAR. RAYACICH INTENDS CALL ON YUGOSLAV DESK OFFICERS AT COMMECUE AND STATE.

3. RAYACICH JUNE 27 SIGNED LETTER OF INTENT WITH YUGOSLAV CONSULTING FIRM TO PREPARE FEASIBILITY STUDY ON CONTAINERIZATION AND REVISION OF EQUIPMENT NEEDS FOR MULTI-MILLION DOLLAR, IBRD-  
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ASSISTED EXPANSION OF BAR. PORT, WHICH WAS ABOUT TO MAKE EXPENSIVE

MISTAKES IN RAYACICH'S VIEW, WILL CONTINUE SITE PREPARATION BUT DEFER PURCHASE DECISIONS UNTIL FEASIBILITY STUDY COMPLETED WITHIN ABOUT THREE MONTHS.

4. AT KOPER, RAYACICH HAS BEEN DISCUSSING POSSIBLE JOINT VENTURE TO INTRODUCE AND MANAGE INCREASE IN PORT'S PRESENT PRIMITIVE CONTAINER FACILITIES.

5. WE HAVE TOLD RYACICH ABOUT TRADE MISSION. HE CONSIDERS TIMING EXCELLENT FOR YUGOSLAVIA. HE THINKS MATSON MIGHT WISH TO PARTICIPATE TO FOLLOW UP IN THIS COUNTRY AND TAKE FIRST LOOK AT ITALIAN AND GREEK MARKETS.

6. WE RECOMMEND THAT COMMERCE ELICIT RAYACICH'S VIEWS ON YUGOSLAV NEEDS FOR PORT EQUIPMENT AND WHICH US COMPANIES CAN BEST FILL THEM. WE FURTHER SUGGEST THATSVO MMERCE CONSIDER ASKING MATSON TO SERVE INFORMALLY AS MISSION LEADER AND CONTAINERIZATION CONSULTANT AROUND WHICH TO GROUP EQUIPMENT SUPPLIERS. THIS COMBINATION COULD BE VERY STRONG SINCE YUGOSLAVS AND PERHAPS PORT AUTHORITIES IN OTHER COUNTRIES KNOW US EQUIPMENT BUT NOT HOW TO USE IT MOST EFFICIENTLY.

7. IN HIS CALL AT STATE, RAYACICH INTENDS MENTION AVAILABILITY OF MATSON ASSISTANCE AND HOSPITALITY TO VISITING YUGOSLAVS WHO MIGHT HAVE INTEREST AND ROLE IN POSSIBLE CREATION OF SISTER PORT RELATIONSHIP BETWEEN OAKLAND AND BAR OR KOPER.

8. DURING WASHDC VISIT RAYACICH ALSO INTENDS BRIEF IBRD AND EXIMBANK ON BUSINESS DISCUSSIONS IN YUGOSLAVIA.  
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